



from the desk of . . .

JIM ARMSTRONG, GRI, ESA

Rochester/Elton Hills Office
315 Elton Hills Drive
Rochester, MN 55901
507/288-6909

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FILE

October 5, 1992

OCT 09 1992

MAIL BRANCH

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Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M Street NW
Washington, D.C. 20554

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Office of the Secretary,

I am writing in response to the proposed regulation to restrict phone solicitation. If passed, this proposal would be very devastating to my business as well as many others. "Cold calling" is the livelihood of a large number of businesses. Without it, you will see an increase in unemployment. For instance, I employ an individual solely to "cold call" for me. If this proposal goes through, he will be out of a job. And that is only one instance. You will hear of thousands more just like it if you cut off this important means of business.

I ask that you reconsider this subject, and carefully study the impact it will have on so many individuals, as well as entire businesses.

Sincerely,

Jim Armstrong GRI, ESA

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

October 6, 1992
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MAIL BRANCH

To Whom It May Concern,

It is vital to many businesses to have the freedom to contact the public in any way possible. Cold calling is often productive and often the only way to make contact. Please, do not take it away from us. We need that option for sales.

Sincerely,
Jean Carlson

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Dear Sir,

MAIL BRANCH

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

I am responding to information that a new regulation restricting person-to-person solicitations is being drafted. I believe it is Docket No 92-92 / Telephonic Consumer Protection Act of 1991.

As a new real estate agent it is necessary for me to call prospects in order to satisfy their needs. Without this capability my ability to earn a living would be greatly limited.

The telephonic prospecting is always done in a professional manner always respecting the privacy and wishes of the recipient. Please do not consider evoking this legislation.

Respectfully,
Mike Beckman

East County Office
2916 Jamacha Road
El Cajon, CA 92019
(619) 670-6011

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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October 7, 1992

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Office of the Secretary
Federal Communications Commission
1919 M Street, N.W.
Washington, D.C. 20554

M

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Mr. Secretary,

I am a real estate professional in the city of San Diego, state of California, and I am writing you this letter to give you some insight on the importance of "Cold-Calling" or person-to-person solicitations and the impact it would have on my business and in our industry if this particular type of prospecting was stopped or restricted.

As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,

Doris Eastlick

McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®
Multiple Listing Service, California Association of Realtors, National Association of Realtors

October 6, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket no. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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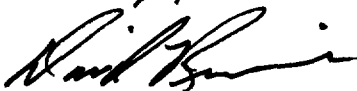
OCT 9 1992

MAIL BRANCH

To whom it may concern:

Calling to residential homes is imperative to my business of selling/buying real estate. Person-to-person solicitation over the phone is the key to my success. It has also generated an extremely large amount of business to my escrow company, title company, banking institution, insurance company, and general trade contractors (plumbers, electricians, roofers, etc.). We cannot have restrictions on person-to-person solicitations!

Sincerely,



David Rivera
Realtor

10-6-92

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

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MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Secretary:

Please register my opposition to the proposed regulations on phone solicitation. As an active Realtor, my business selling homes is very dependent upon phone calling. And the real estate industry in general would be severely damaged by restrictions.

Very truly yours,

Kent Johnson

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MAINTENANCE
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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

TELEMARKETING IS A
CRUCIAL PART OF OUR
BUSINESS AS REAL ESTATE
PROFESSIONALS. IF CERTAIN
INDIVIDUALS DO NOT WANT TO
BE DISTURBED WITH PHONE
SOLICITATION, THEY CAN BE
TAKEN OFF LISTS TO BE CALLED.
THANK YOU FOR YOUR
CONSIDERATION.

A large, stylized handwritten signature in dark ink, featuring a prominent diagonal stroke and a circular flourish.

10-6-92

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ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-8058
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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MAIL BRANCH FILE

October 6, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M. Street, N.W.
Washington, D.C. 20554

To Whom It May Concern:

This letter is to let you know that I as a residential real estate agent cannot continue to be successful in this business if I am restricted from making cold calls on the telephone. I am imploring you not to draft a regulation to restrict person-to-person solicitations to residential homes.

The residential real estate industry cannot continue to grow and attempt to bring this country out of its present economic condition if this restraint of trade should be imposed on our industry.

Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

Charles Singleton

10-6-92

Office of the Secretary
Federal Communications Commission
ATTN: DOCKET No. 92-90
1919 M STREET, N.W.
WASHINGTON, D.C. 20554

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TO WHOM IT MAY CONCERN:

FEDERAL COMMUNICATIONS COMMISSION MAIL BRANCH
OFFICE OF THE SECRETARY

Referring to Docket No. 92-90, I need to tell you how important "cold-calling" is to my business, and the entire residential real estate community. A solid 50% of my leads generate from "cold-calling," and I have found from questioning clients that while they will automatically claim to dislike telephone solicitation, one of the reason they chose me as an agent is for the aggressiveness that shows from telemarketing, and want their homes to be campaigned in that fashion.

I have found that consumers that do not need my services dislike "cold-calling," but when they need them they appreciate the call. I ~~tailor~~ tailor my calls to be short with those that do not need me, so as not to waste there time.

Please allow "cold-calling" to remain in effect as I think it would do sellers a disservice as well as myself as Realtor.

Sincerely,
Bruce R. Chase

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ABIO & ADLETA, REALTORS • 5956 Sherry Lane • Suite 100 • Dallas, Texas 75225 • 214/696-0900

October 6, 1992

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY
MAIL BRANCH

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M. Street, N.W.
Washington, D.C. 20554

To Whom It May Concern:

This letter is to let you know that I as a residential real estate agent cannot continue to be successful in this business if I am restricted from making cold calls on the telephone. I am imploring you not to draft a regulation to restrict person-to-person solicitations to residential homes.

The residential real estate industry cannot continue to grow and attempt to bring this country out of its present economic condition if this restraint of trade should be imposed on our industry.

Thank you for your consideration in this matter and we implore you to reconsider this regulation.

Yours very truly,

Margaret Jenkins

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

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MAIL BRANCH

LEISURE
REAL ESTATE

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P.O. BOX 1059
3293 MAIN STREET
MAMMOTH LAKES, CA 93546
BUS. (619) 934-2562
BUS. (800) 266-6966
FAX (619) 924-0250

Office of the Secretary
Federal Communications Commission
Attn. docket No. 92-90
1919 M Street, N.W.
Washington D.C. 20554

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

October 3, 1992

To Whom It May Concern:

I feel strongly that it is extremely important to my business to be able to continue to make person-to-person solicitations into residential homes.

I also feel it is important to my sellers that this marketing tool not be taken away.

I would hate to see the proposed regulation - Docket No. 92-90, Telephone Consumer Protection Act of 1991 - be put into effect.

Sincerely,

Jane Hubbard

Jane Hubbard
Coldwell Banker Real Estate



BURNET
REALTY

Rochester/Elton Hills Office
315 Elton Hills Drive
Rochester, MN 55901
507/288-6909

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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MAIL BRANCH

October 5, 1992

Office of the Secretary
Federal Communications Commission
Attn. Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

RE: Telephone Cold Calling

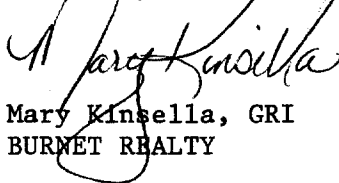
Dear Secretary:

As a licensed Realtor in Minnesota, I feel it is extremely important for my business to be able to continue cold calling by telephone. I would hate to see this privilege revoked and I would ask that you not pass this legislation.

Here in Minnesota, we have beautiful summers and can elect to cold call or door knock; however, in the cold winter months, it can be dangerous to door knock. Therefore, we cold call.

Cold calling is one of the best ways for a new Realtor to obtain business as well as the older ones. Even through all our advertising, people will still list their home with the agent that calls them (COLD!).

Sincerely,


Mary Kinsella, GRI
BURNET REALTY

LEE COLE PROFESSIONAL REALTOR®

RE/MAX® in TOWN

Each office independently owned and operated

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MAIL BRANCH

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Dear FCC,

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

I am a REALTOR in Atlanta Ga. I have been in the business for nearly seven years. This letter is in regards to the proposed regulation restricting person-to-person solicitations on the telephone, docket no 92-90, Telephone Consumer Protection Act of 1991.

Telephone solicitations are critical to my business and to the residential real estate business in general. I get 55% of my business from telephone solicitations. People that I talk to asking for business are happy that I called. Selling a house in this market is not easy. People figure that if I am assertive enough to call them that I will be professional enough and work hard enough to get their house sold in a tough market. My telephone solicitations are quick, very polite, and professional.

If you regulate telephone solicitations you will prevent professionals like myself from reaching the people who need us. I would have to resort to other means of advertising such as direct mail. I would rather not do that for two reasons. One it would dramatically drive up my cost of business. Two junk mail results in the destruction of our environment, trees are cut down to make the paper, land is used to dispose of the waste. You don't have to cut down a tree to make a phone call.

In my whole career I have talked with maybe two people who really resented my calling them. I promised them that I would not call them again. (A promise that I can keep since I am computerized.) Real estate is one of the major industries. Many other industries depend of the real estate industry. Phone solicitation is a very productive and professional form of advertising. Lets not forget that our nation is built on free enterprise and personal initiative. Don't take that away from us.

Sincerely



Lee Cole

Frank M. Smith & Associates, Inc.

ORIGINAL
FILE

P.O. Box 1368
Pinetop, Arizona 85935

Pinetop: (602) 369-4000
Phoenix: (602) 258-3311
Res: (602) 369-2740
Fax: (602) 369-1383



OCT 09 1992

MAIL BRANCH



Carol Evans

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

10-6-92

Re: Docket # 92-90
Telephone Consumer Act of 1991

Sentence:

Please note that I feel it imperative that
Realtors (and others) have the freedom to
use (not abuse) our telephone system. We
must be able to make phone calls to potential
customers and clients!

Thank you,

Carol Evans

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Office of the Secretary
Federal Communications Commission
Att: Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

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MAIL BRANCH

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OCT 7 9 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

TO whom it may concern:

Cold Calling is one of the main source for
business for many real estate agents including
myself. Restricting the use of the telephone
could hurt my business adversely. I urge you
not to pass this regulation

yours truly

Paul D'Amico

Oct. 6, 1992

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To Whom it may concern
FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

MAIL BRANCH

Please be aware that
"Cold Calling" is a very basic
and critical part of the real
estate business. The real
estate business, in turn, is
a very basic and critical part
of the American economy. To
restrict this activity is not
only a restriction of the real
estate business but quite
possibly freedom of speech.
Please do your best to kill
the pending Telephone Consumer
Protection Act of 1991.

Thank you,
Carol McBride

To: office of the Secretary

FCC

Docket # 92-90

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MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sir.

I am very dismayed that the federal government is ever considering passing a law prohibiting me from working at my trade.

Telephone Solicitation has been around for many many years in other industries.

If passed this would have a major detrimental effect on the real estate industry & my ability to make a living

I urge you to squash the bill immediately

Sincerely,



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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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October 6, 1992

Office of The Secretary
Federal Communications Commission,

I am a licensed real estate agent in the State of California and have been for 19 years. It is critical to my business and that of real estate agents in general that we be allowed to make personal phone solicitations for our business. "Cold" calling is an important part of getting business!!! Please do "Not" pass the regulation restricting person to person solicitations!!

Sincerely,

Emily Harris
Realtor Associate

Office of the Secretary
Federal Communications Commission
attn: Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

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10/6/92

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MAIL BRANCH

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear : office of the Secretary

It has been brought to my attention
that you are drafting a regulation to restrict
person-to-person solicitation to residential
homes.

As someone who makes their living
doing this I would hope you would
take into consideration how many peoples
financial situation you may effect.

So find something productive to do

David W. Norberg

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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MAIL BRANCH

Oct. 6, 1992

P.O. Box 1550

Spring Valley, Ca

91979

Office of the Secretary

Federal Communications Comm.

AHN: Docket No 92-90

1919 M Street, N.W.

Washington, D.C. 20584

I want to let you know I am
opposed to Docket No 92-90, Telephone
Consumer Protection Act of 1991. As a
Real Estate professional, it is important to
me to be able to contact potential
sellers by phone. Certainly in our era of
high crime, it is safer than going door
to door.

I feel docket # 92-90 would harm
me personally & the real estate business in
general.

Sincerely,
Nancy Derrison

Office of the Secretary
FCC

Attn: Docket 92-90
1919 M Street, N.W.

Washington, D.C. 20554

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FEDERAL COMMUNICATIONS COMMISSION

OFFICE OF THE SECRETARY

OCT 09 1992

MAIL BRANCH

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Gentlemen,

In reference to docket No. 92-90
Telephone Consumer Protection Act of 1991.

I am opposed to passage of such a
bill as it would seriously and negatively
impact the real estate industry as
a whole.

The effect on the consumer would
be negative as well.

Thank you.


Joe Southwick
(619) 464-3707

Oct. 6, 1992

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Office of the Secretary

Federal Communications Commission

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attn: Docket No. 92-90

1919 M Street, N.W. RECEIVED

OCT 09 1992

Washington, D.C. 20554

MAIL BRANCH

OCT - 9 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Sirs,

I am writing to you today
to express my opposition to Docket
No. 92-90, the Telephone Consumer
Protection Act of 1991. Cold calling is
an absolute necessity in the Real
Estate industry today and is the
foundation of my marketing
effort on my clients behalf.

My experience has been
quite positive in this regard, i.e.
I find that the people I call
upon generally seem happy to
discuss real estate matters.

Sincerely,

Marvin D. Eiland
Realtor

Jon Weir
8157 Starview Dr
El Cerrito, CA 92021

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MAIL BRANCH

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

October 6, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

Re: Docket No. 92-90, Telephone Consumer Protection
Act of 1991

To Whom It May Concern,

Telephone soliciting is very important
to my Real Estate Career. It is a way to contact
people and find the ones who need my services.

As the real estate industry grows so
does our economy in general. We need
all industries producing to their maximums
to see an over all improvement in
our economy. Also an improvement
in economy will change a lot of attitudes
toward our government.

Thank you in advance for your
understanding & support.

Sincerely
Jon Weir
Realtor



*Above
the
Crowd!*

October 6, 1992

Office of the Secretary
Federal Communications Commission
Att: Docket No. 92-90
1919 M Street, N. W.
Washington, D.C. 20554

Dear Sir:

I am writing to you in reference to Docket No. 92-90,
Telephone Consumer Protection Act of 1991.

"Cold" calling is very important to my business in
particular and the residential real estate industry in
general.

I would like to vote no on passing this legislation.

Regards,

Sissy Coats
Broker
RE/MAX group one REALTORS

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MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

RE/MAX Group One REALTORS®

P.O. Box 8
Springfield, Vermont 05156
(802) 885-2600

Each Office Independently Owned and Operated





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MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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Office of the Secretary
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Att: Docket No. 92-90
1919 M Street, N. W.
Washington, D.C. 20554

Dear Sir:

I am writing to you in reference to Docket No. 92-90,
Telephone Consumer Protection Act of 1991.

"Cold" calling is very important to my business in
particular and the residential real estate industry in
general.

I would like to vote no on passing this legislation.

Regards,


Larry Earnheart

Sales Executive
RE/MAX group one REALTORS

RE/MAX Group One REALTORS®

P.O. Box 8
Springfield, Vermont 05156
(802) 885-2600

Each Office Independently Owned and Operated

